

Message Text

UNCLASSIFIED

PAGE 01 HONG K 11099 090433Z

13

ACTION EA-07

INFO OCT-01 ISO-00 EB-03 RSC-01 DRC-01 /013 W

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R 090205Z OCT 74

FM AMCONSUL HONG KONG

TO USDOC WASHDC

INFO SECSTATE WASHDC 2477

UNCLAS HONG KONG 11099

E.O. 11652: N/A

TAGS: BTRA, BEXP, HK

SUBJECT: FOREIGN BUYER PROGRAM: WALTER LAM

REF: USDOC 9378

1. LAM RETURNED FROM EXTENSIVE BUSINESS/PLEASURE TRIP ON SEPTEMBER 29. HE CONTACTED FIRMS GIVEN IN REFTEL AND NUMEROUS OTHERS BUT DID NOT CALL AT COMMERCE FIELD OFFICES.

2. LAM MADE TEST SHIPMENT AGREEMENTS WITH RETAILERS REPRESENTATIVES, INC. (RRT) AND INDEPENDENT RETAILERS SYNDICATE (I.R.S.) IN NEW YORK. HE EXPECTS, ON BASIS OF EXPERIENCE WITH TEST SHIPMENTS, TO SELECT RRI BECAUSE THEY APPARENTLY MUCH MORE INTERESTED IN EXPORT BUSINESS AND PAID MUCH CLOSER ATTENTION TO HIS PACKING, SHIPPING AND BILLING INSTRUCTIONS. I.R.S. PERFORMANCE WAS QUITE UNSATISFACTORY IN PRACTICE, IN SPITE OF FAVORABLE IMPRESSION GAINED ON VISIT TO THEIR OFFICES. LAM SAYS THEY IGNORED HIS INSTRUCTIONS COMPLETELY.

3. LOS ANGELES FIRM OF AARON SCHWAB'S NEARBY BUYING AREA DID NOT INCLUDE A BROAD ENOUGH RANGE OF MERCHANDISE FOR LAM'S PURPOSES, AND HE FELT THERE WOULD BE TOO LONG A DELAY IN CONCENTRATING SHIPMENTS WHICH INCLUDED ITEMS WHICH HAD TO BE SHIPPED FROM ANOTHER PART OF THE U.S. HE WAS OTHERWISE VERY FAVORABLY IMPRESSED WITH SCHWAB'S FACILITIES AND CAPABILITIES.
CROSS

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NNN

Message Attributes

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Current Classification: UNCLASSIFIED
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Disposition Approved on Date:
Disposition Authority: n/a
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Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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